



Custom Power Solar

Custom Power Solar Inc

- Northern California's Premier Solar plus Storage plus EV Charger Developer and Monitoring Company

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Custom Power Solar

- Specialists in Solar Power with Advanced Energy Storage (AES)
- Since 2012 solar-plus-storage solutions
- Solar power pioneers since 2004 – developers of thin silicon solar tech at Photon Energy Systems / Calisolar in Sunnyvale
- Solar Power Plants Design & Develop

Why Custom Power Solar?

- Experience in solar plus storage since 2004
- Rate model comparison tools – one page compares all
- Design and analysis for best fit and cost savings
- Construction and install through our approved contractors
- Flexible financing – from \$0 down to Power Purchase Agreements
- Always strive for best deal for customer – whether 3rd party or customer-owned

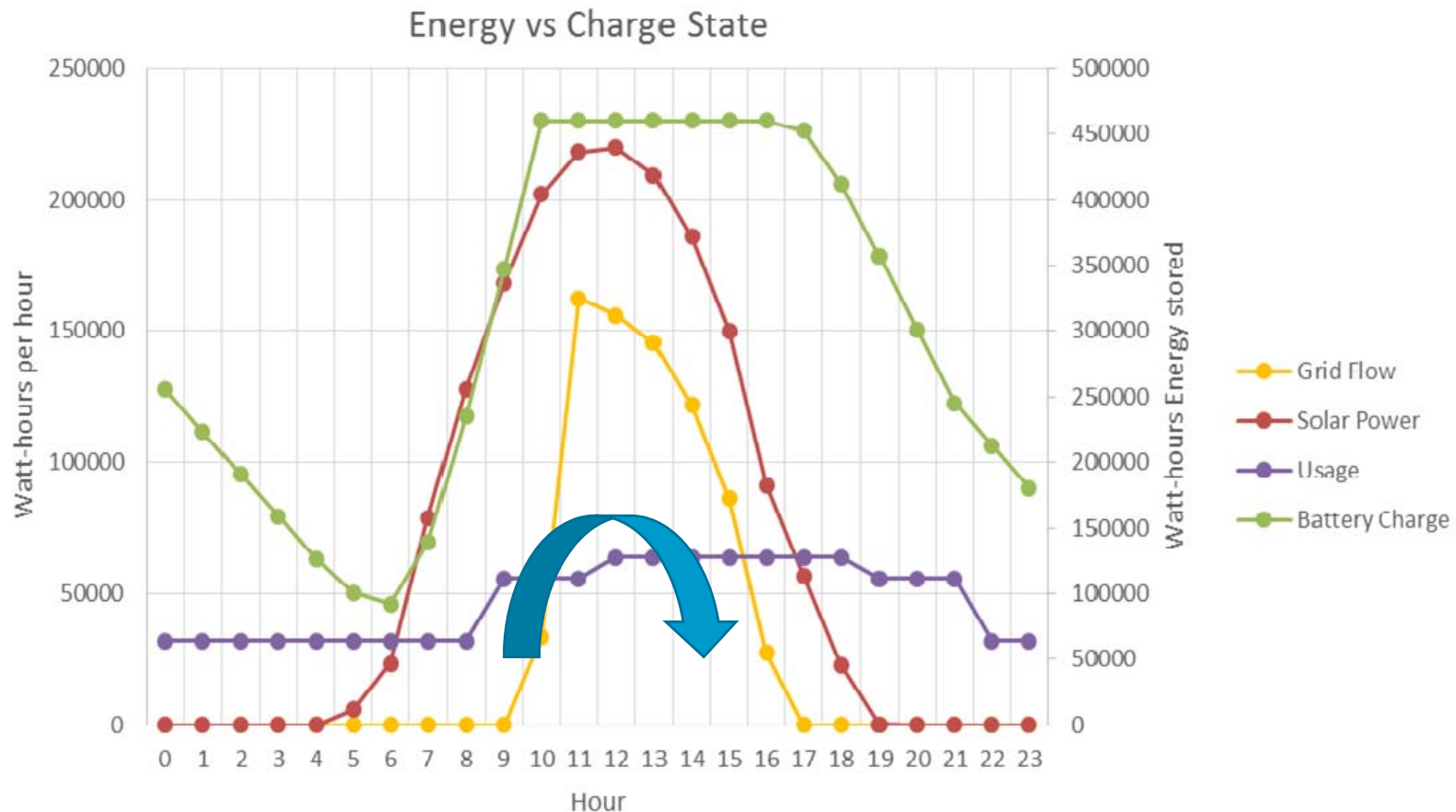
Advantages of Solar+Storage

- Energy Security – power if grid fails
- Buffers fluctuations – clouds, rainy days
- Save solar power in battery energy storage in the morning
- All new systems required to have a smart inverter after September 6, 2017
- May be able to participate in advanced energy storage grid benefit programs with your smart inverter

Solar+Storage Can Reduce Your Energy Bills

- Utility peak periods will be shifting to evening hours by 2018
- Advanced energy storage provides power in the afternoon and during evening peak rate periods
- Can get off high tiers for tiered rate-payers
- Can add value by selling at peak rates
- Reduces demand charges for commercial customers

Solar Power with Storage



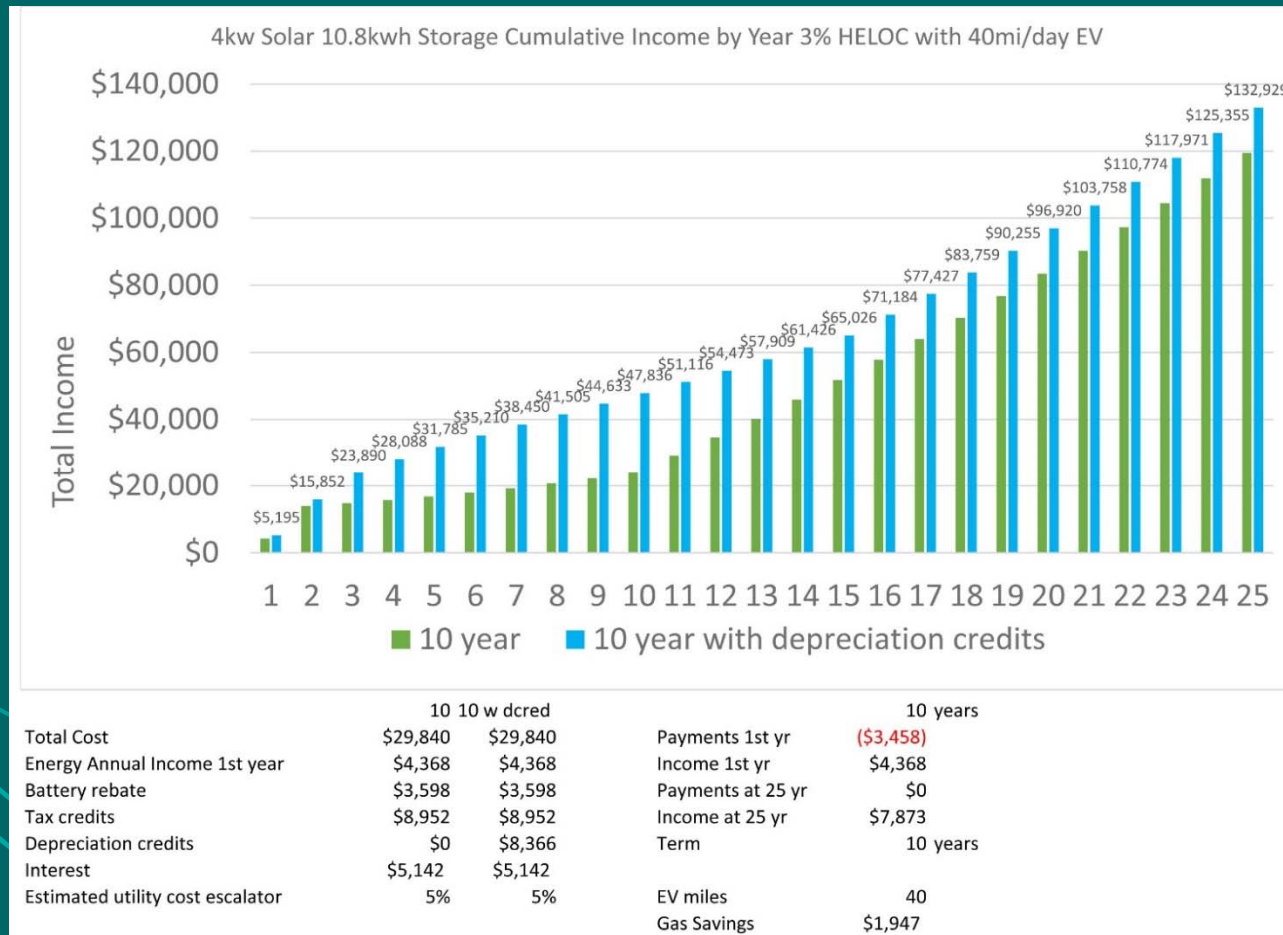
- Lower peak demand charges
- Arbitrage for greater savings
- Power when grid fails

Cost Savings Residential



- Compare rates, costs, and benefits of solar+storage
- Can add EV use

Cumulative Income Residential



Note: Recommend always seek tax information from your CPA or tax preparer

Cost Savings Commercial

Custom Power Solar

Annual

	A-6 TOU	E-19R TOU	A-1 TOU	A-10 TOU
Cost	\$87,795.36	\$58,883.44	\$80,332.76	\$80,803.77
Cost Est. with Solar	-\$17,131.62	-\$416.68	-\$2,621.09	\$22,718.33
Cost Est. with Solar+Storage	-\$29,445.84	-\$8,362.84	-\$4,076.81	\$20,779.55
Improvement over solar only	14.03%	13.49%	1.81%	2.40%
Cost Advantage batteries	\$12,314.22	\$7,946.16	\$1,455.73	\$1,938.78

Total usage	365773 kwh	
Total solar	362432 kwh	200 kw AC Solar
Surplus	-3341 kwh	360 kwh Battery
Percent solar vs usage	99.1%	

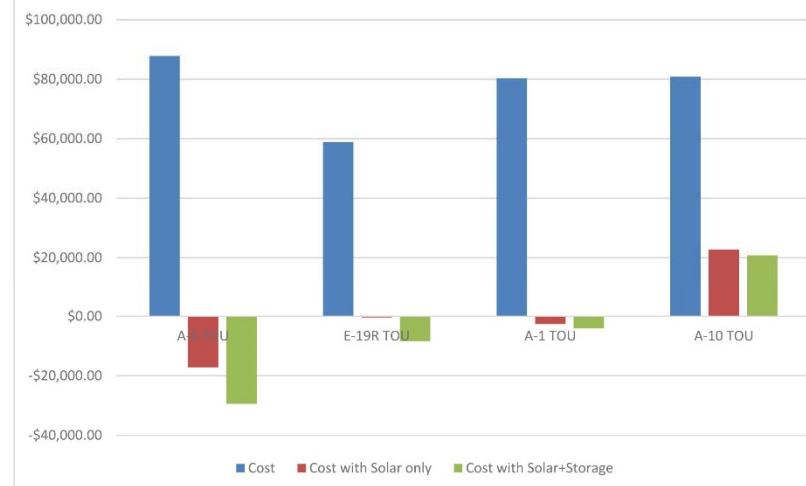
Annual Demand Charges

	A-6 TOU	E-19R TOU	A-1 TOU	A-10 TOU	Max Demand
Cost		\$11,935.90		\$29,112.83	73.26
Cost Est. with Solar		\$11,712.76		\$26,514.87	73.26
Cost Est. with Solar+Storage		\$11,735.45		\$27,011.07	73.26

Annual Energy Charges

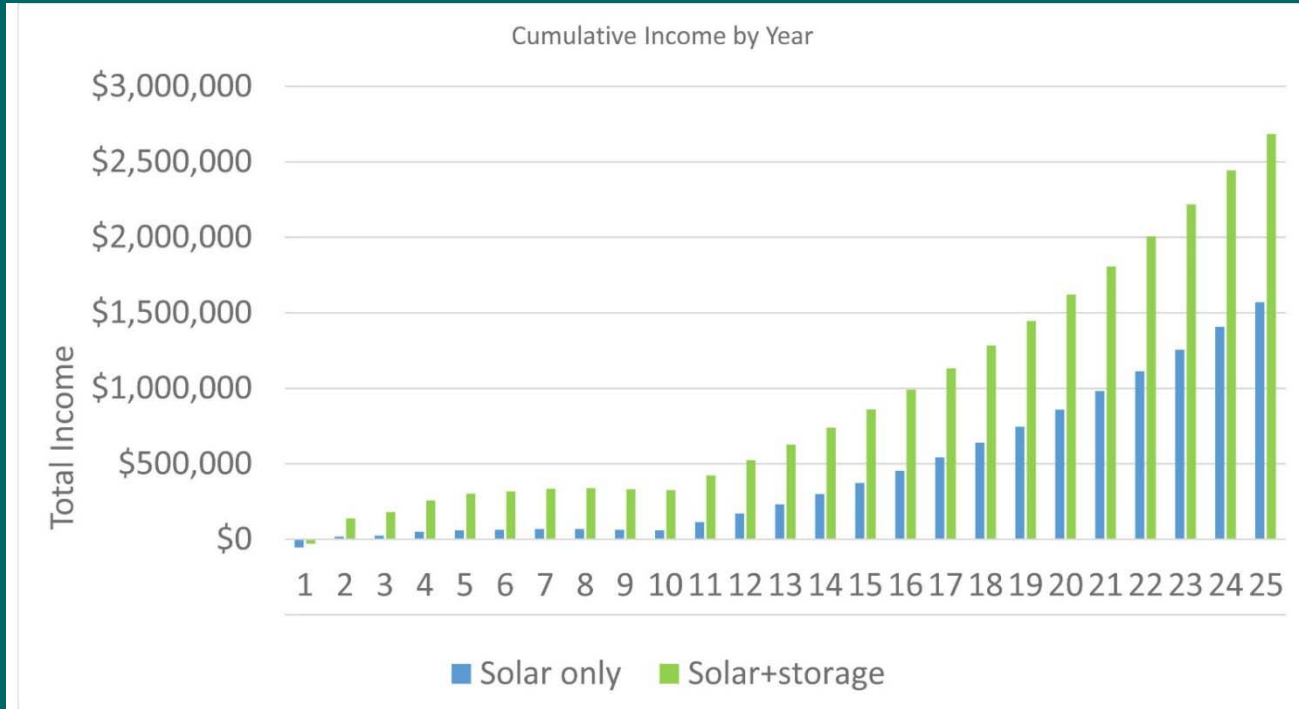
	A-6 TOU	E-19R TOU	A-1 TOU	A-10 TOU
Cost	\$87,795.36	\$46,947.54	\$80,332.76	\$51,690.94
Cost Est. with Solar	-\$17,131.62	-\$12,129.44	-\$2,621.09	-\$3,796.54
Cost Est. with Solar+Storage	-\$29,445.84	-\$20,098.28	-\$4,076.81	-\$6,231.51

Costs



200kw system generating 362Mwh per year
Plus 360kwh storage

Cumulative Income Commercial

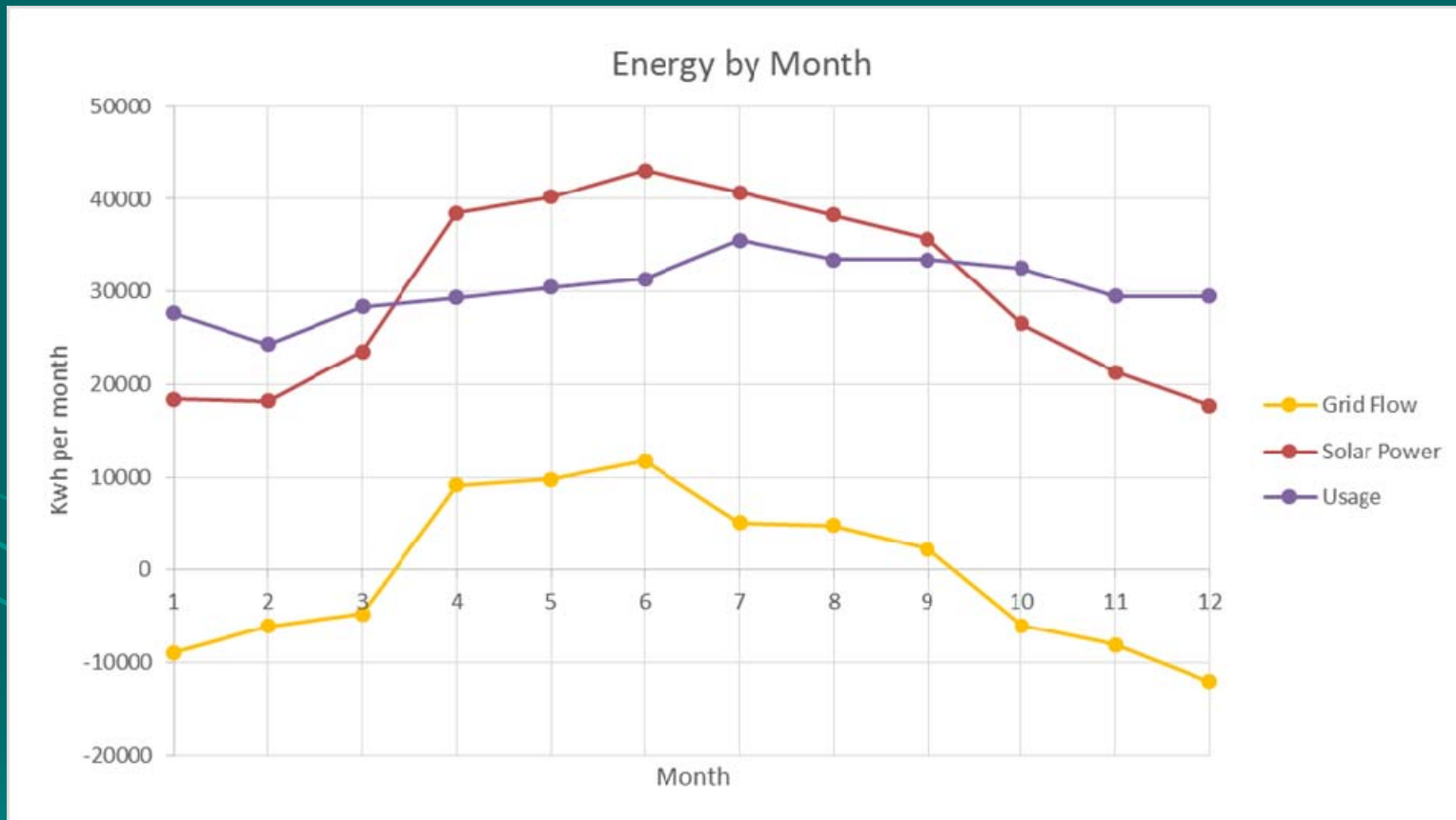


	Solar only	Solar+storage		Solar only	Solar+storage
Total Cost	\$400,000	\$757,000	Payments 1st yr	(\$53,290)	(\$100,851)
Energy Annual Income 1st year	\$87,795	\$117,240	Income 1st yr	\$87,795	\$117,240
			Payments 25 yr	\$0	\$0
Battery rebate	\$0	\$99,180	Income 25 yr	\$251,054	\$335,253
Tax credits	\$120,000	\$227,100	Term	10	10 years
Depreciation credits	\$140,000	\$264,950	Rate	6.00%	6.00%
Interest	\$143,472	\$271,520	Bank fees	0.00%	0.00%

200kw PV/360kwh storage, 10 year finance with California SGIP rebate

Annual Production

Energy from solar most available in summer months, can be used to power AC and cooling systems, reduce peak demand



Example: 200kw PV / 360kwh storage

Warranties

- Energport®'s commercial storage system provides a 10 year warranty, extendable to 20 years on commercial systems
- Energyport®'s residential AES comes with 5 year warranty, extendable to 10 years
- PV system manufacturers - 25 year warranty at 90% power level
- PV inverters can have 5 year warranty extendable to 10 years, or come with a standard 10 year warranty

Financing Options

- PACE funding, other options in other states
- Third Party finance – typical terms vary based on project, generally 10-15 years
- Potential government assistance/grants
- Lease/purchase or Power Purchase Agreement from third party
- 30% Federal ITC, MACRS depreciation
- California – SGIP battery storage rebates

PACE Funding

- Multiple provider options, not based on credit score, must own building
- PACE Finance options from 5 to 30 years
- Payments on property taxes – a portion is tax deductible
- If sell property, payments/assets may be transferable to new owners
- \$0 down
- No prepayment penalty

Benefits of Solar Plus Storage

- Once system is paid off, generates positive cash flow for years
- Energy security in emergencies or unexpected grid failure
- Builds resilience into your community
- Key – schools, clinics, hospitals, shelters, food banks. police and fire stations
- California – SGIP rebates
- Reduces energy cost

Benefits of Solar Plus Storage Continued

- Powering loads during peak rate demand periods adds value
- Reduces peak demand charges
- EV charging and Green Branding attract customers
- Potential to sell excess power, other grid benefits
- Add resilience to your community
- Green branding a plus

Thank you!

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